

Message Text

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ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 USIA-15 /032 W

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P R 060500Z MAY 75

FM AMEMBASSY DAMASCUS

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 3358

AMEMBASSY BEIRUT

UNCLAS DAMASCUS 1637

USDOC FOR JULIAN HAMMOND SAD/OIM/BIC

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, SY

SUBJ: DAMASCUS INTERNATIONAL FAIR FY 76

1. CONSTRUCTION BIDS RECEIVED AS FOLLOWS ALL IN US DOLLARS:

FOCO - DAMASCUS 55,500, JIDDA 80,000, TEHRAN 75,000;

TOTAL 210,500; GLAHE - DAMASCUS 68,160, JIDDA 96,400,

TEHRAN 95,514; TOTAL 260,074. SINGAPORE/TEHRAN - NO RESPONSE.

2. RECOMMEND THAT FOCO BE AWARDED CONTRACT ON BASIS OF LOWEST

BID AND ASSURANCE OF QUALITY WORK AS EXPRESSED IN LETTER

VITOUS/THOMAS OF FEBRUARY 5, 1975.

3. NO BIDDER SUBMITTED UNIT COST SCHEDULE AND THIS IS

IMPERATIVE RPT IMPERATIVE TO PERMIT COSTING OF MINOR CON-

STRUCTION CHANGES IN ANY OF THREE EVENTS AS LOCAL CONDITIONS

MAY DICTATE. UNIT COST SCHEDULES MUST BE RECEIVED PRIOR TO

SIGNATURE OF CONTRACT BY CONTRACTING OFFICER.

4. FOLLOWING CHAPMAN INSTRUCTIONS MAY 1, DID NOT CONTACT

GLAHE IN PARIS SINCE THEIR CABLE MARCH 25 CONSIDERED TO BE

BID ON USING A-2 SYSTEM NOW STORED IN CAIRO. STRONGLY

RECOMMEND THAT AS MATTER OF EXPEDIENCY FOCO BE ADVISED OF

SUCCESSFUL BID THROUGH YOUR OFFICE AND REQUESTED TO OFFER

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ALTERNATIVE PICE ON BASIS SIMILAR TO GLAHE AND USING

CAIRO SYSTEM. HOWEVER, TIME IS NOW CRITICAL FACTOR.

5. ASSUMING AWARD MADE ON BASIS OF PARA 1, PAYMENT SCHEDULE
WOULD BE FOLLOWING: DAMASCUS 30 PER CENT ON SIGNING CONTRACT,
40 PER CENT ON COMPLETION OF CONSTRUCTION, 30 PER CENT
AT CONCLUSION OF DISMANTLING; JIDDA - 30 PER CENT ON
AUGUST 14, 40 PERCENT ON COMPLETION OF CONSTRUCTION, 30
PER CENT AT CONCLUSION OF DISMANTLING; TEHRAN - 30 PERCENT
ON AUGUST 19, 40 PER CENT ON COMPLETION OF CONSTRUCTION,
30 PER CENT AT CONCLUSION OF DISMANTLING.

6. FOCO SHOULD SUBMIT INVOICE FOR US DOLLARS
16,650 OR 30 PERCENT OF DAMASCUS CONTRACT TO AMERICAN
EMBASSY DAMASCUS AT TIME THEY SIGN CONTRACT AND SUBMIT UNIT
COST SCHEDULE. ONE COMPREHENSIVE CONTRACT WILL BE WRITTEN
FOR ALL THREE EVENTS WITH PROVISION FOR PAYMENT THROUGH
AMERICAN EMBASSY IN EACH RELEVANT COUNTRY.

7. IF YOU CONCUR THIS RECOMMENDATION, REQUEST YOU CONTACT
FOCO TO DETERMINE IF THEIR REPRESENTATIVE WILL SIGN CONTRACT
IN DAMASCUS OR BEST ALTERNATIVE METHOD OF EXPEDITE
IMMEDIATE CONTRACT IMPLEMENTATION AND FIRST PAYMENT. ALSO
REQUIRE NAME OF INDIVIDUAL AND CORPORATE NAME, ADDRESS AND
TELEPHONE NUMBER OF THEIR SUBSIDIARY COMPANY IN GENEVA TO
PERMIT INITIAL VITAL COMMUNICATIONS INCLUDING CONSTRUCTION
AND SHIPPING SCHEDULES.

8. REQUEST YOU TELEPHONE KIRCHSCHLAGER THROUGH AMERICAN
EMBASSY DAMASCUS WEDNESDAY, MAY 7, PRIOR TO 11:00 A.M.
WASHINGTON LOCAL TIME TO RESOLVECONSTRUCTION DETAILS AND
DISCUSS NEW INFOMATION YOU MAY HAVE ON USIS EXHIBIT.
MURPHY

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